



RMI DIRECT MARKETING INC.

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POSTAL REGULATORY
COMMISSION
OFFICE OF THE SECRETARY

Postal Regulatory Commission
901 New York Avenue NW, Suite 200
Washington, DC 20268-0001

RE: Docket No. RM 2017-12

Dear Commissioners:

I am writing on behalf of RMI and our non-profit clients. We rely on the U.S. Mail to raise funds for our clients. Without the mail, our fundraising would suffer severely and, as a consequence, so would our clients mission.

We simply do not understand why suddenly there is a need to increase nonprofit marketing mail rates above the CPI rate. This would seem to fly in the face of the very important rationale for granting nonprofits a discounted rate.

As a practical matter, injecting unanticipated increases such as those proposed by USPS will mean that our clients fundraising budgets will not be able to keep pace with the increase in postage costs. The result will be a reduction in our use of the mail, a reduction in our revenues, and, in turn, a reduction in our ability to serve our beneficiaries.

Respectfully, we ask you to consider these consequences due to the immediate harm to our clients programs.

Please do not change the current system for calculating nonprofit rates. Implemented by the Postal Service ten years ago, we see no pressing need for a change, especially not one that will do harm to all nonprofit organizations using the mail. Nonprofit organizations are the least able to absorb such increases as they work in areas that benefit our society as a whole.

Your review and consideration of this request is greatly appreciated.

Sincerely,

Rich Leary

SVP, National Sales Manager, Partner
RMI Direct Marketing • • • • •
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